

Message Text

UNCLASSIFIED

PAGE 01 GOTEBO 00115 070922Z
ACTION EUR-12

INFO OCT-01 EB-08 ISO-00 /021 W
-----034944 080628Z /14

R 070832Z APR 78
FM AMCONSUL GOTEBORG
TO USDOC WASHDC
INFO SECSTATE WASHDC 0540
AMEMBASSY BRUSSELS
AMEMBASSY STOCKHOLM UNN

UNCLAS GOTEBO 0115

E.O. 11652: N/A
TAGS: BTIO, SW
SUBJ: PRIVATE TRADE OPPORTUNITY

1. 401/02/P0076
2. 040578
3. JPOWENS
4. 401 SWEDEN
5. Y CONSULTANT
- 6A. REPLY TO --
- 6B. LARS-OWE GRUDEBORN
- 6C. BOX 20065
S-400 50 GOTEBO, SWEDEN
7. CABLE --; TELEX --; TEL 031/26 18 45
8. --
9. 100 DIRECT SALES LEAD
10. DESCRIPTION

3612598-0000 / FREQUENCY CHANGER FOR SPEED CONTROL OF
3612731-0000 / FANS IN ALREADY EXISTING HOSPITAL, OFFICE
3621711-0000 / BUILDINGS, AND RELATED VENTILATION SYSTEMS.
3621811-0000 / THIS FOR AN ENERGY SAVING PILOT PROJECT
FINANCED BY THE NATIONAL SWEDISH COUNCIL
FOR BUILDING RESEARCH. ESTIMATED SALES

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POTENTIAL 10,000 UNITS FIRST FIVE YEARS.

MR. GRUDEBORN STATED PROVANT AB IN 1968, GENERAL AGENT LENNOX
INDUSTRIES, INC. FOR SCANDINAVIA, NOW REPORTING ANNUAL SALES
EQUIVALENT TO US\$3.4 MILLION. HE IS NO LONGER ENGAGED IN THE
OPERATION OF PROVENT, BUT STILL OWNS 51 PERCENT OF THE SHARES.
HE NOW ATTENDS VARIOUS ENERGY SAVING PROJECTS AND HAS DEVELOP-

ED A PATENTED LOW TEMPERATURE RESIDENCIAL HEATING SYSTEM FOR
WHICH HE HAS RECEIVED GOVERNMENT SUPPORT. RELIABLE LOCAL
CREDIT SOURCE DESCRIBES GRUDEBORN AS RELIABLE AND COMPETENT.
HE HAS ALWAYS FULFILLED HIS OBLIGATIONS PROMPTLY AND SOURCE
RECOMMENDS BUSINESS RELATIONS.
OWENS

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978GOTEBO00115
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780152-0137
Format: TEL
From: GOTEBOG
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780482/aaaacrjs.tel
Line Count: 68
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: f4a2d4b4-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3044436
Secure: OPEN
Status: NATIVE
Subject: PRIVATE TRADE OPPORTUNITY
TAGS: BTIO, SW
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/f4a2d4b4-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014